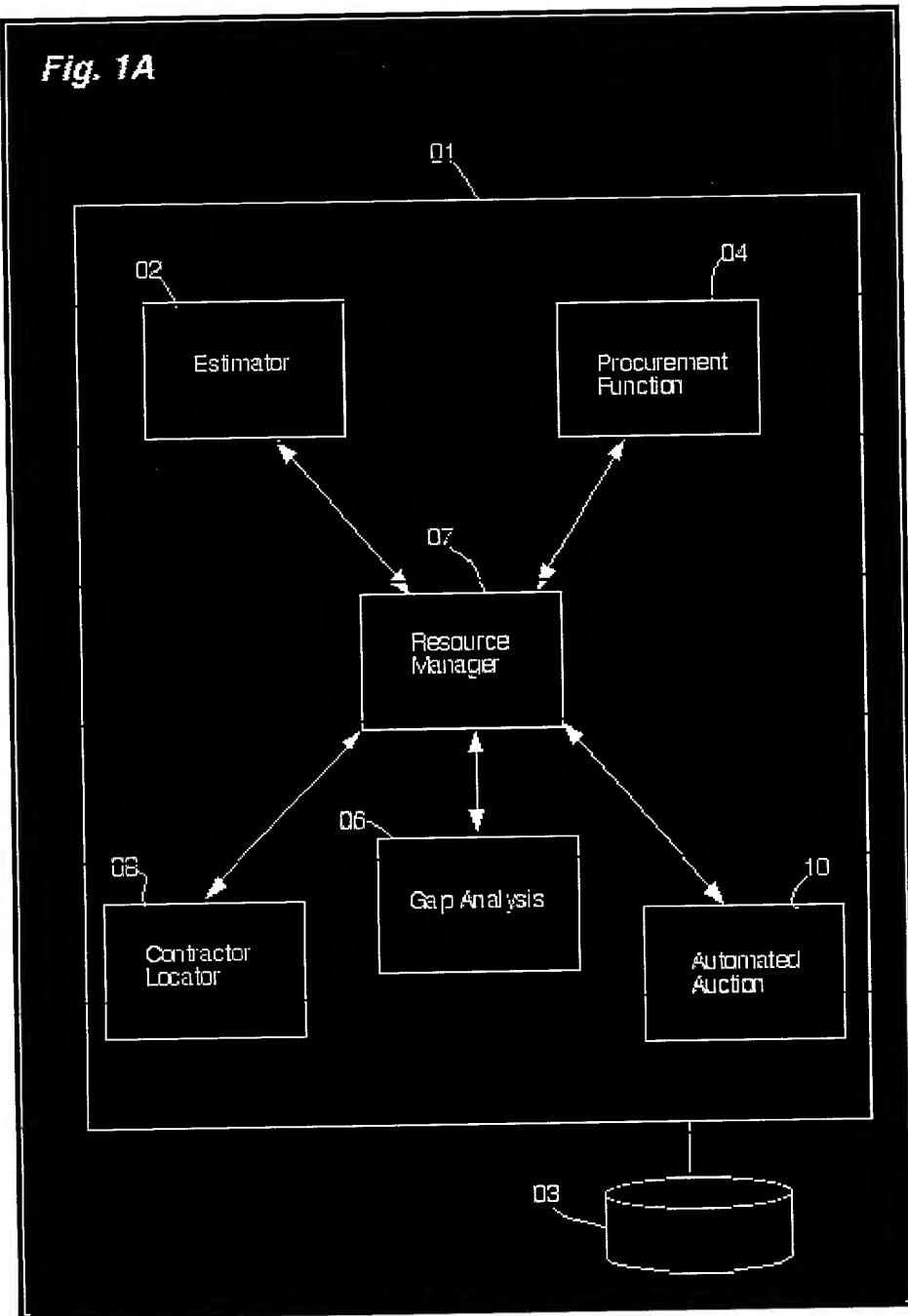
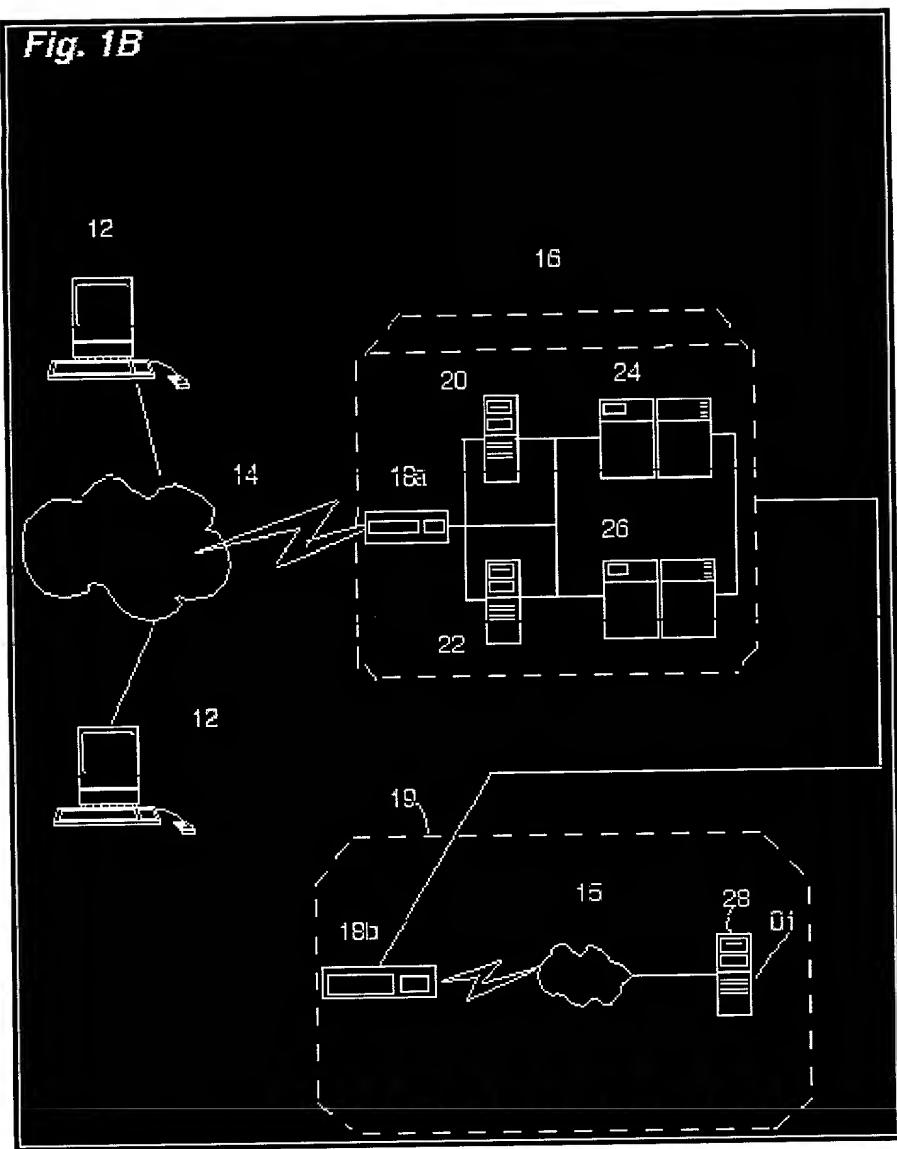


## Figures

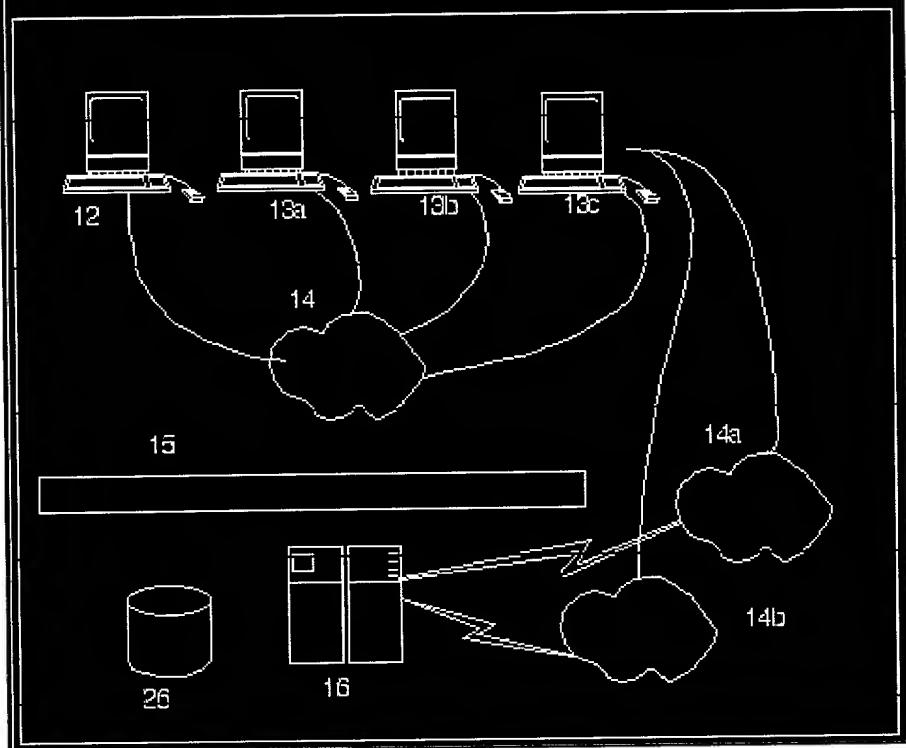
*Fig. 1A*



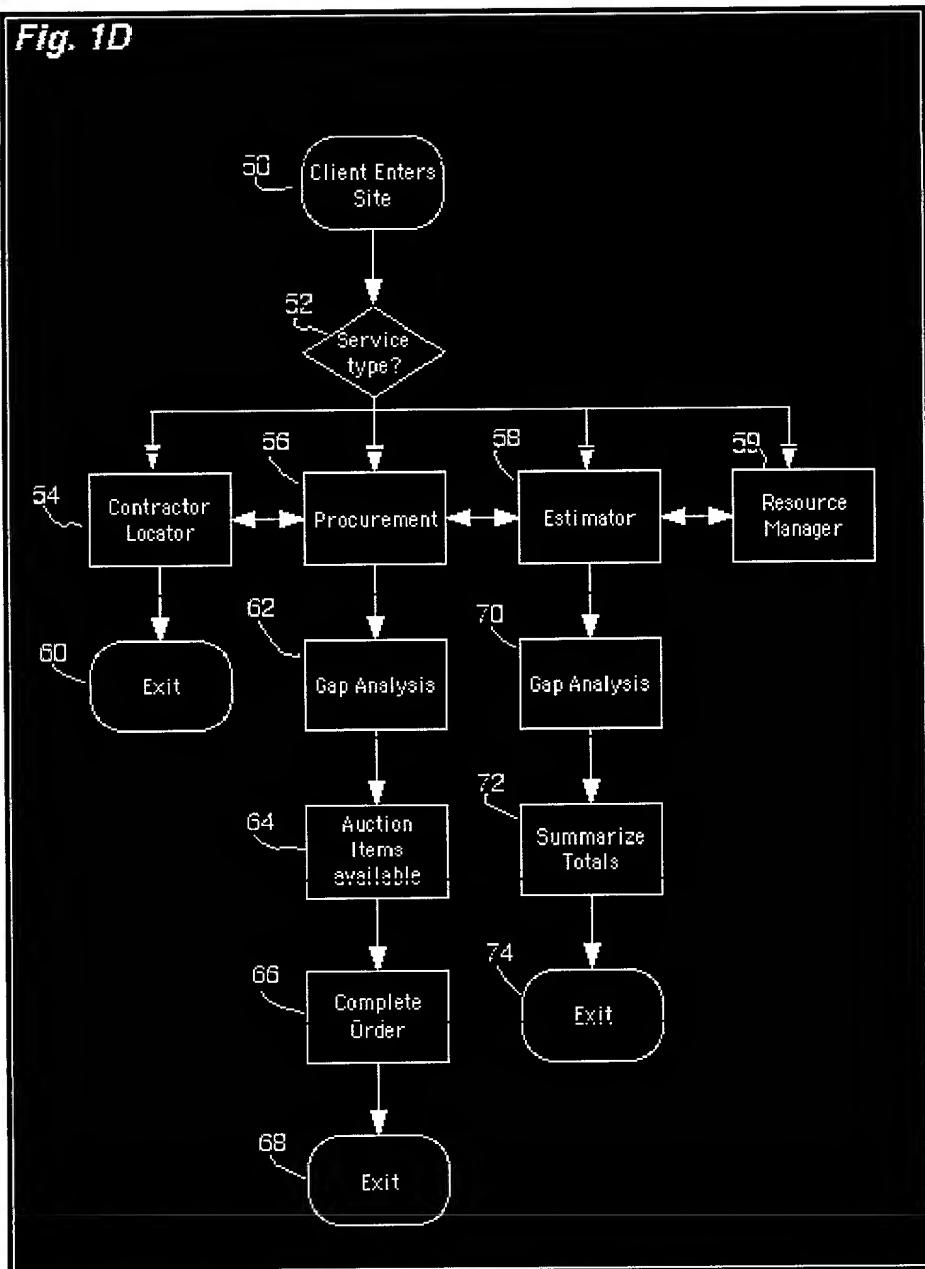
*Fig. 1B*



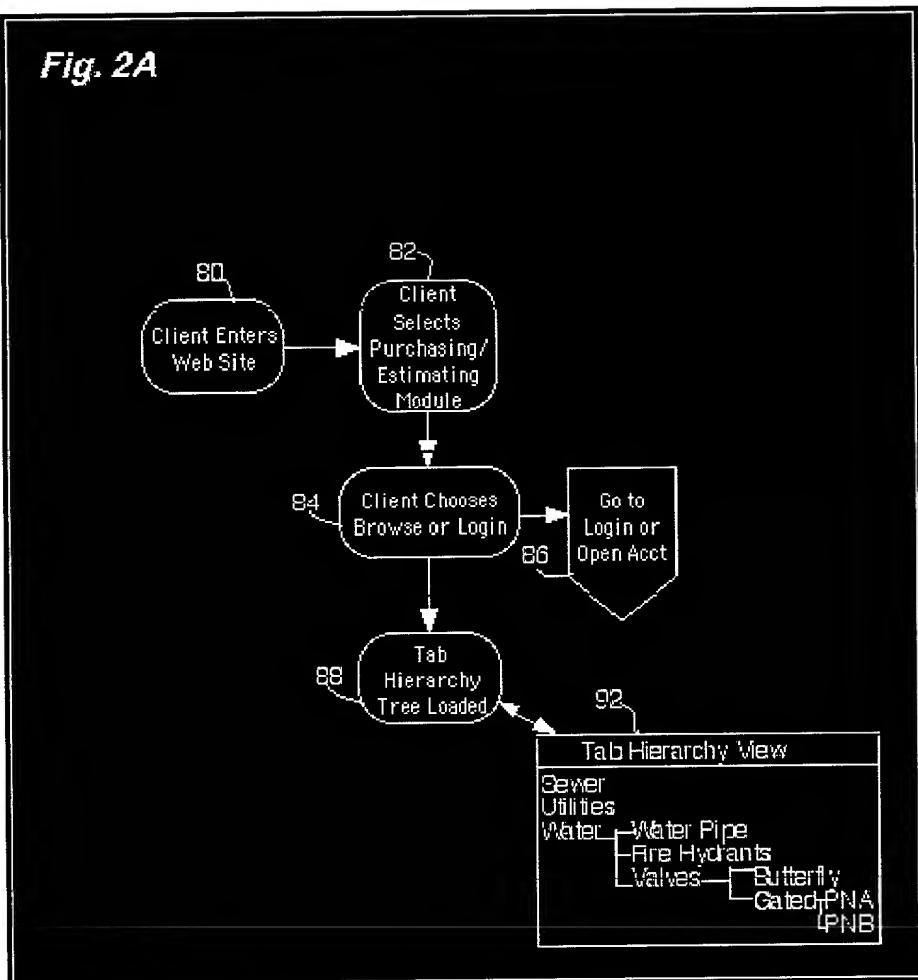
*Fig. 1C*



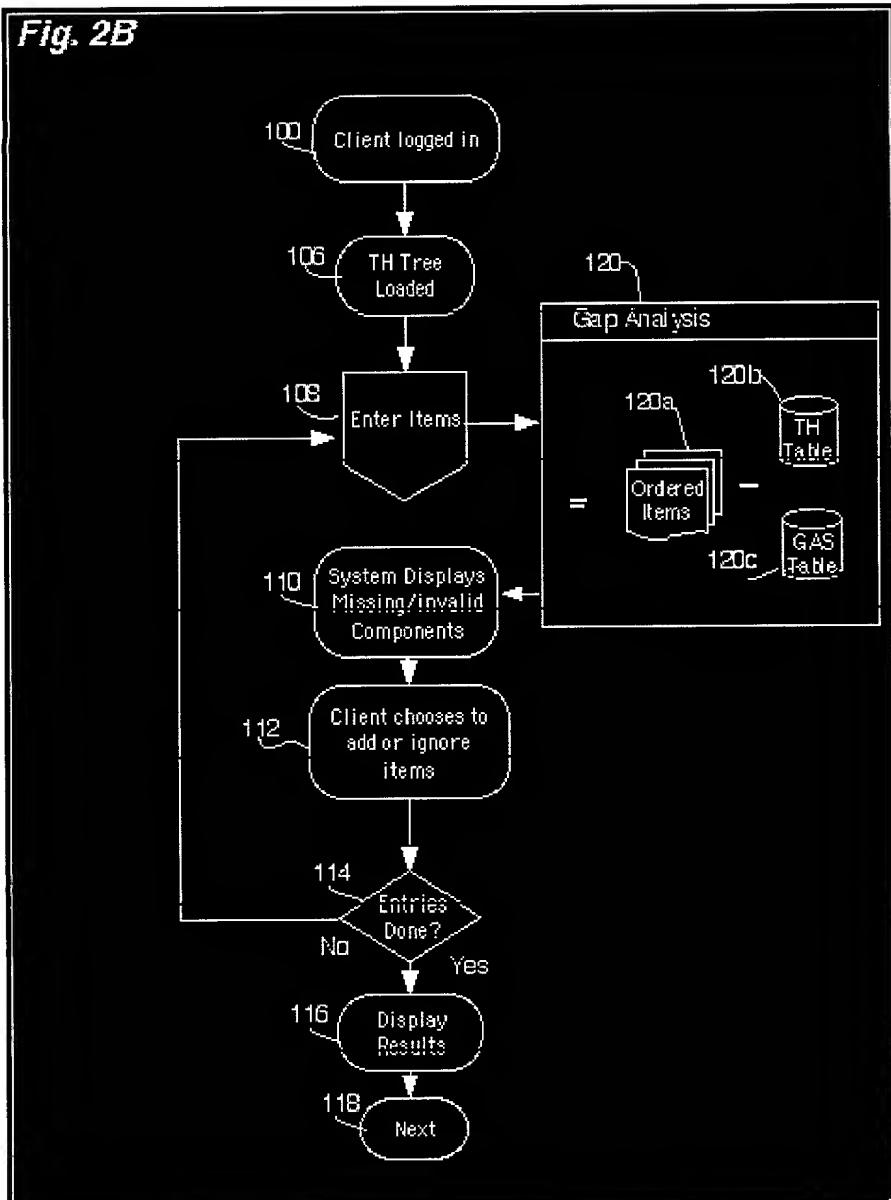
*Fig. 1D*



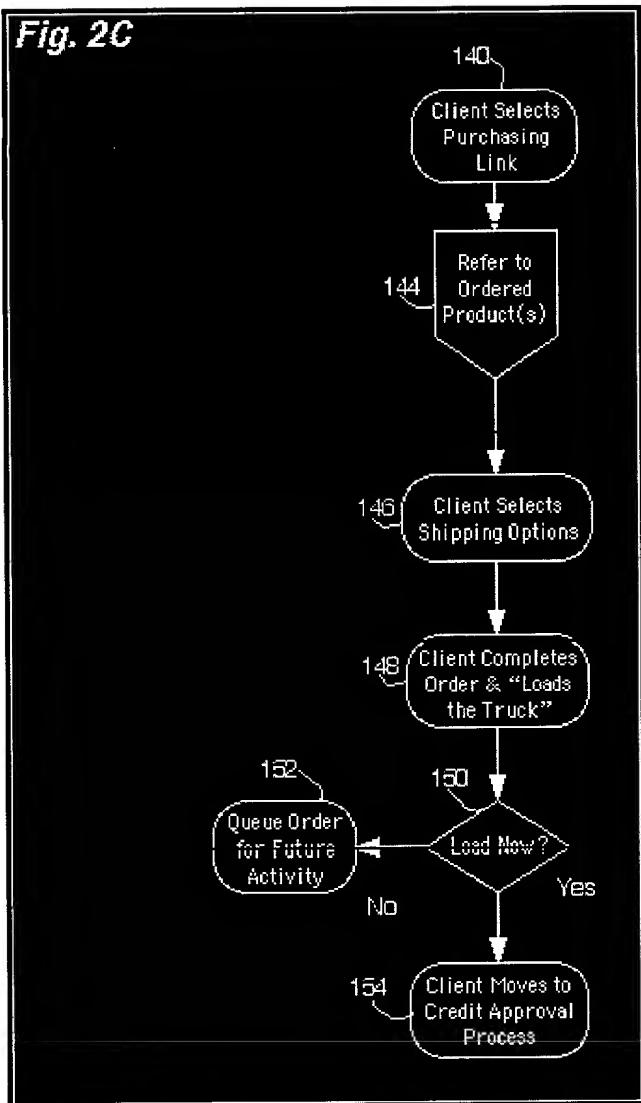
*Fig. 2A*



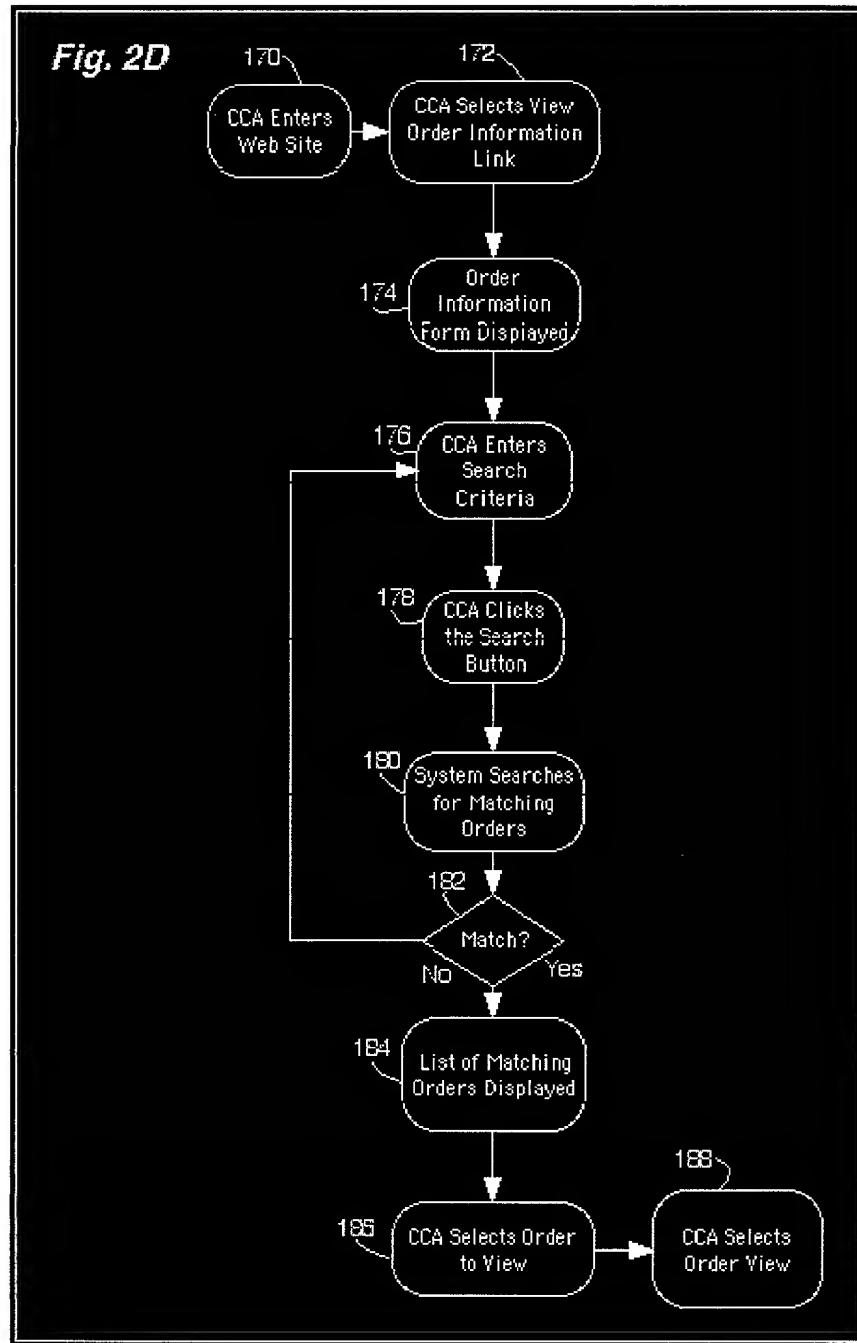
*Fig. 2B*



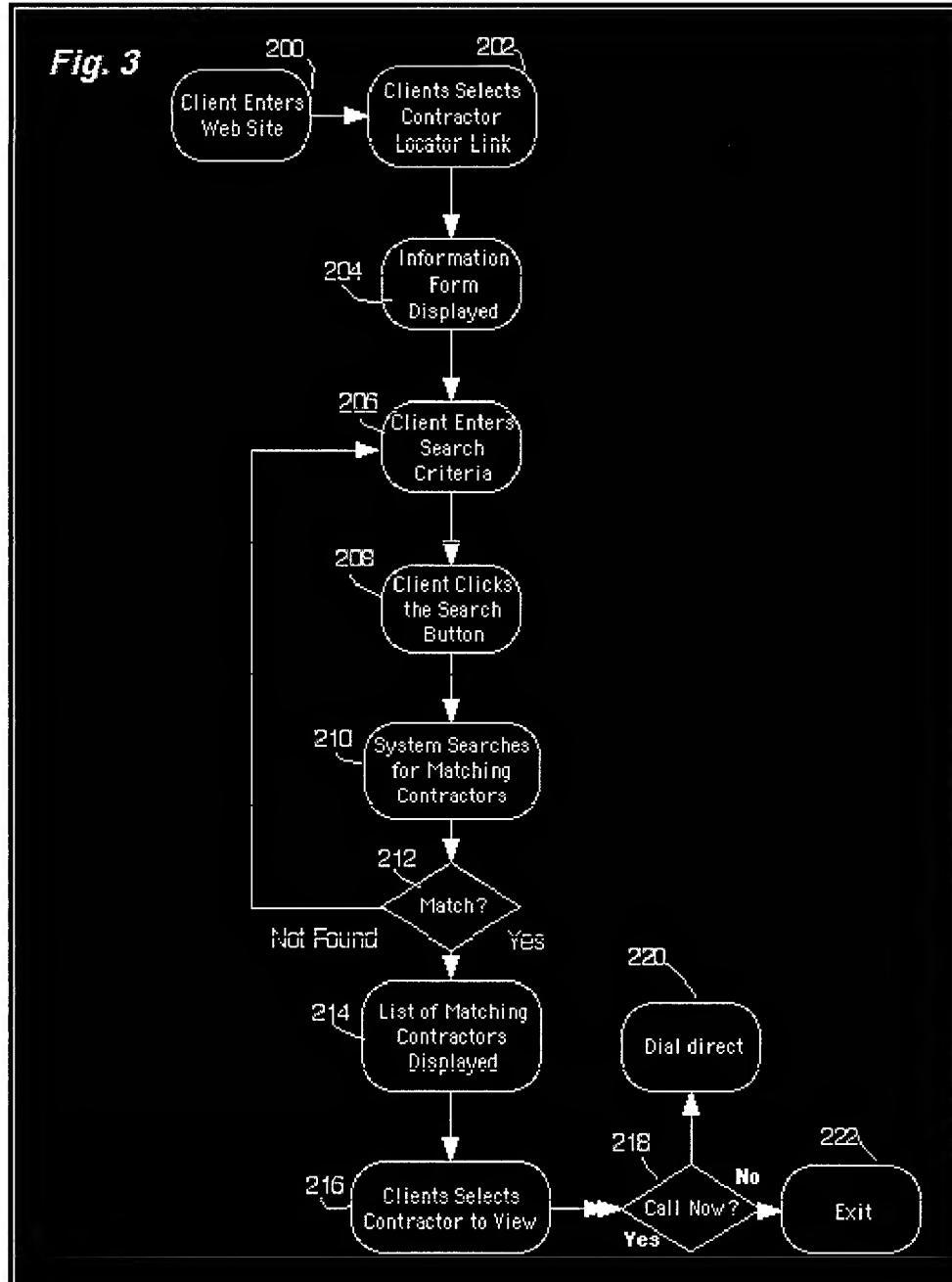
*Fig. 2C*



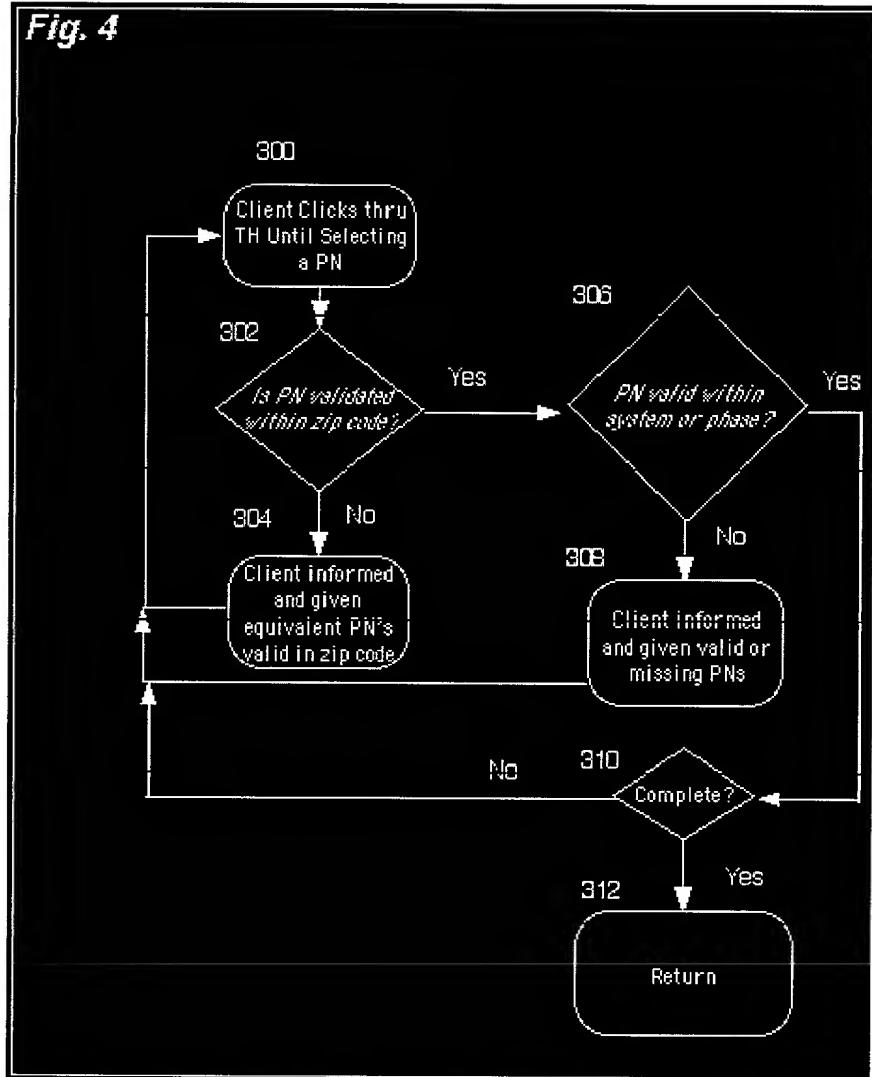
*Fig. 2D*



*Fig. 3*



*Fig. 4*



**Fig. 5**

09

Contractor Locator Selection Criteria

Select up to 5 SIC codes:

9a       1791 Structural steel erection  
         1793 Glass and glazing work  
 1794 Excavation work  
 1795 Wrecking and demolition work  
 1796 Installing building equipment

Select up to 5 Zip Codes:

9b      Lake Region, NH  
         03111 Laconia  
 03112 Meredith  
 03113 Moultonboro  
 03114 Milton

Select from additional criteria

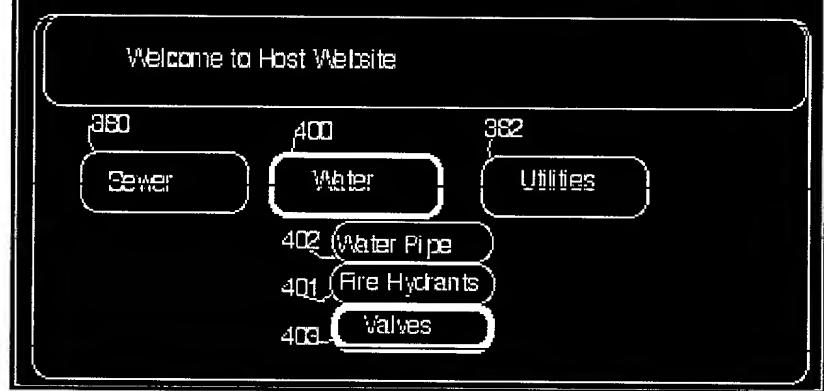
9c      Minimum annual Sales  
         0  
         \$1M  
 \$5-100M  
 Over \$100M

9d      Project Sizes handled  
         \$0-100k  
         \$100k-300k  
         \$300k-1M  
 Over \$1M

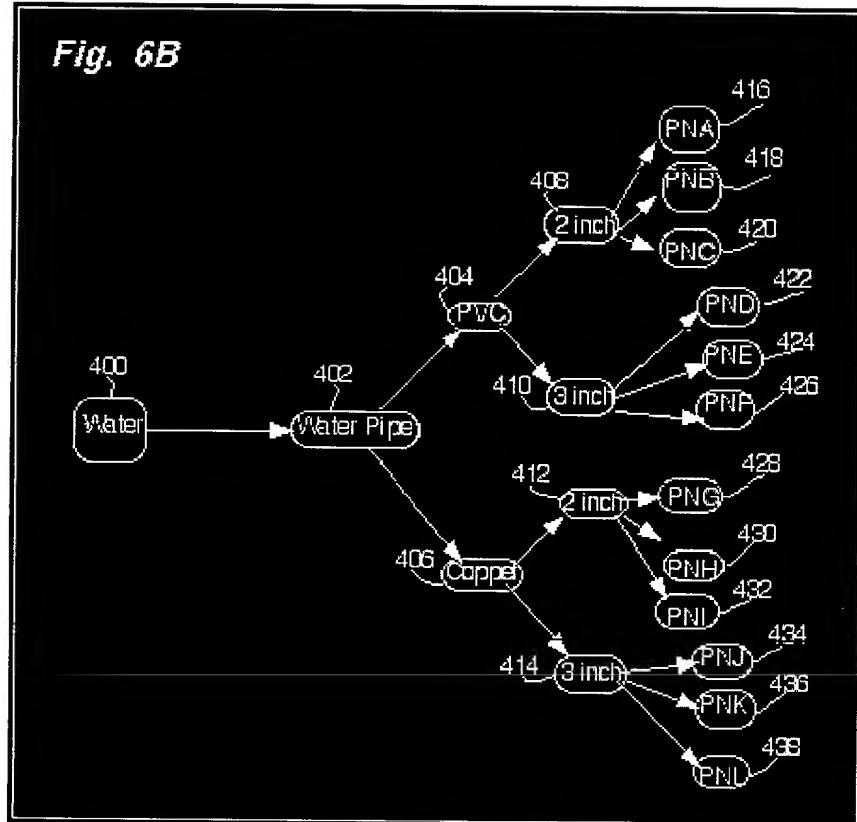
**Search**

*Fig. 6A*

92



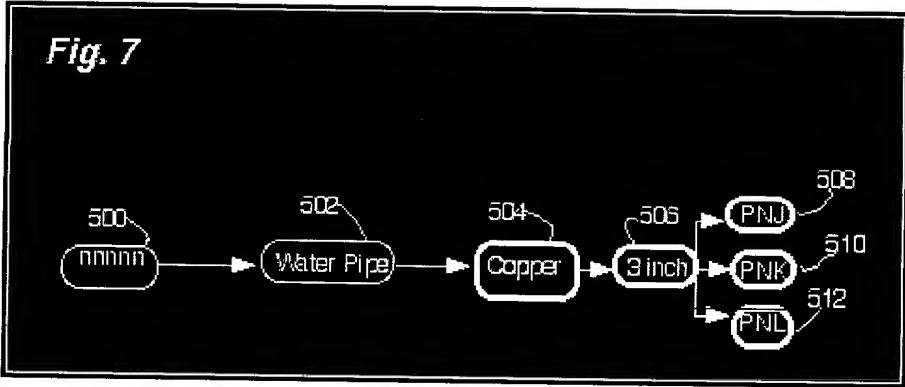
*Fig. 6B*



*Fig. 6C*

450	<b>PN</b>	<b>Nearest Supplier</b>	<b>Unit Price</b>	<b>Discount sched</b>
452	PNE	Northeast Bldg	\$75.00	30% GT 10
454		Metro Supply	\$100.00	20% GT 10
456		Southern Bldg	\$65.00	25% GT10
458		Midwest Supply	\$70.00	30% GT 10

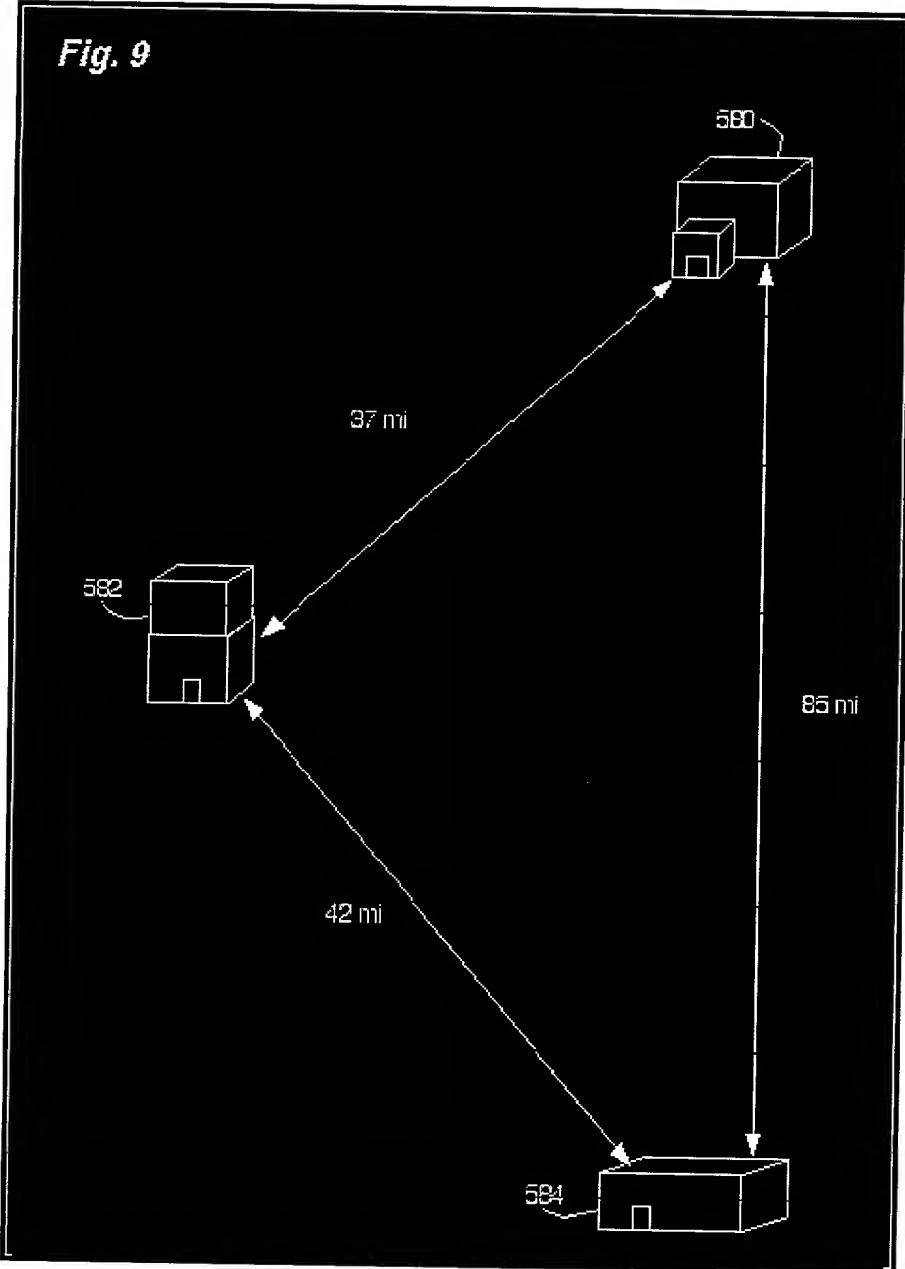
*Fig. 7*



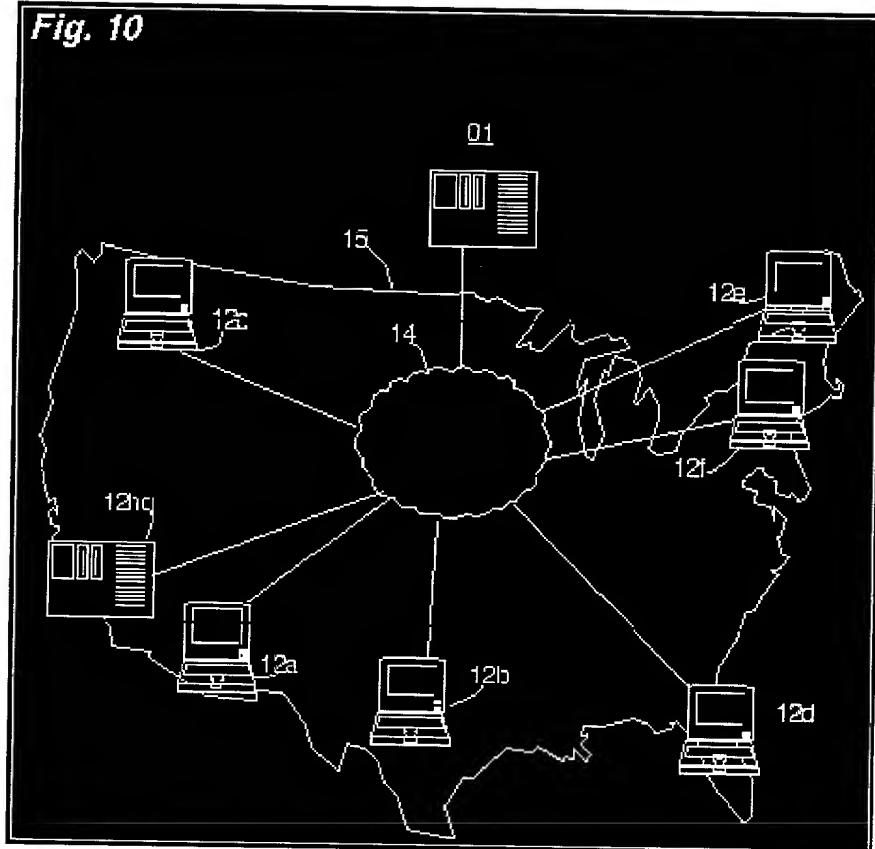
*Fig. 8*

Zip Code	Contractor	System	PN	Qty	Min. Ea.
3253	Meredith Building	3-Inch PVC Wtr Pipe	PND	99	\$25.00
3254		3-Inch PVC Wtr Pipe	PNE	99	\$20.00
3256		3-Inch PVC Wtr Pipe	PNF	99	\$5.00
3258					

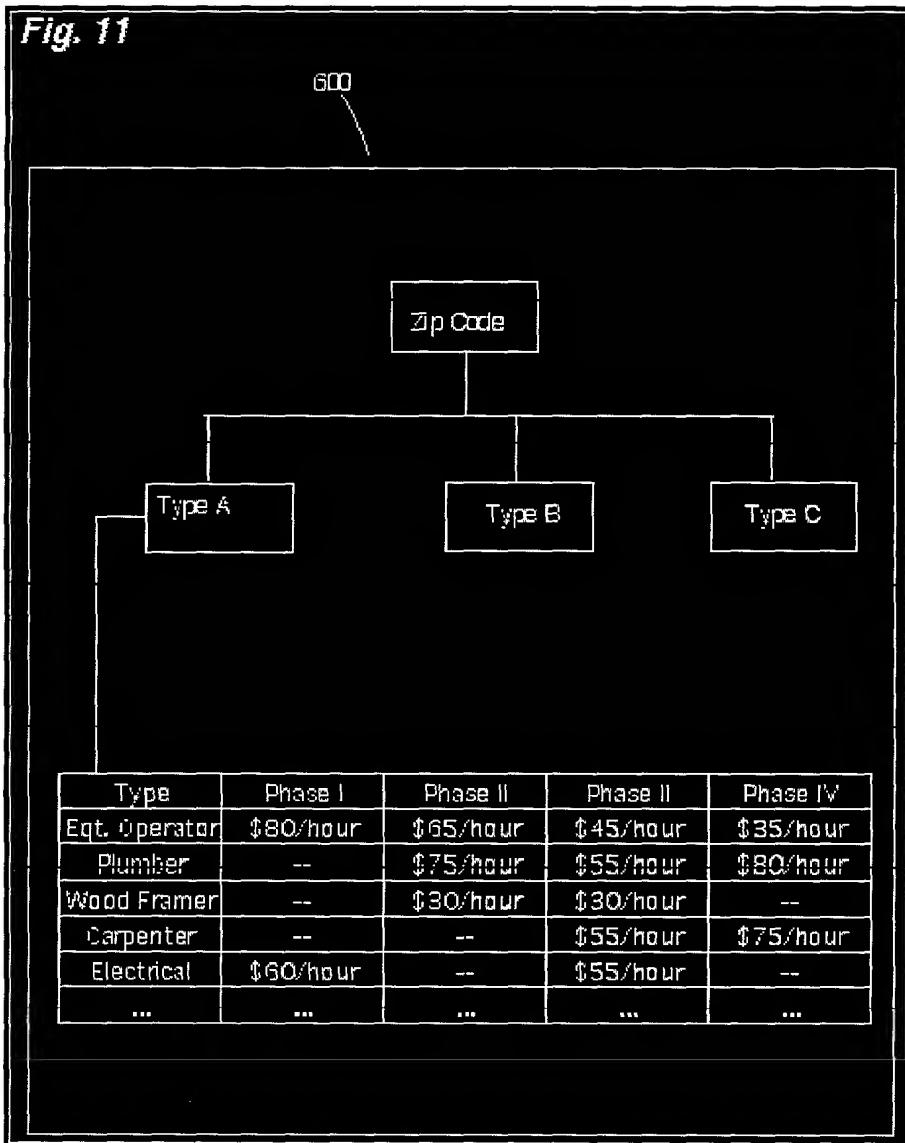
*Fig. 9*



*Fig. 10*



*Fig. 11*



*Fig. 12A*

29

**Contractors in New Hampshire:**

9e  Meredith Builders, specializing in residential and townhouse.....

New Hampshire Homes, experts in condominium developments

Northeast Housing, Inc., largest residential contractor in New England

You want to search for contractors  
in one or more of these SIC codes:

9b  1794 Excavation work  
 1795 Wrecking and demolition work  
 1781 Water well drilling  
 1771 Concrete work  
 1629 Heavy construction

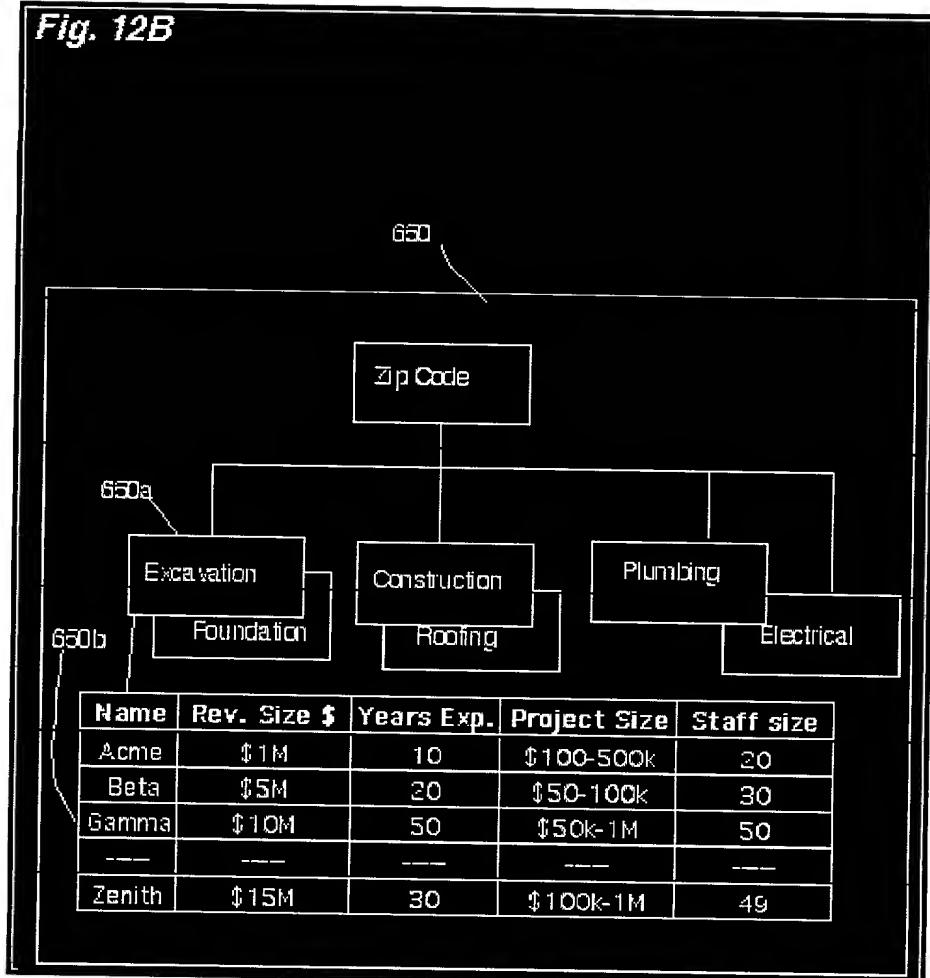
located in one or more of  
these zip codes:

9c  03nn1  
 03nn2  
 03nn3  
 03nn4  
 03nn5

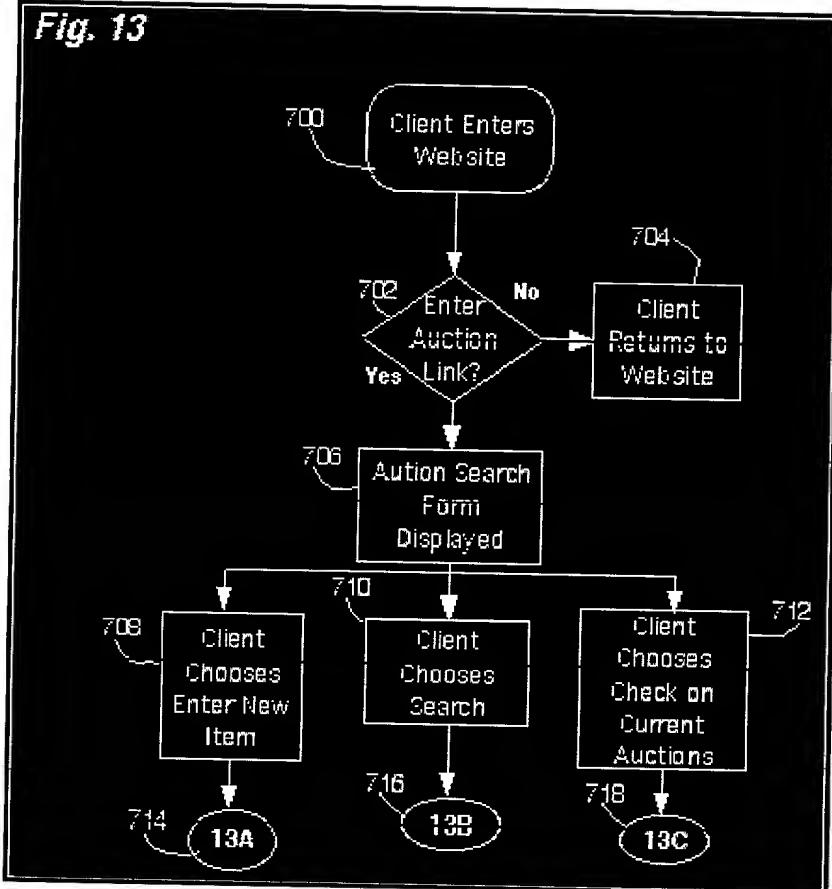
with annual revenues in excess of:

9d  \$5M

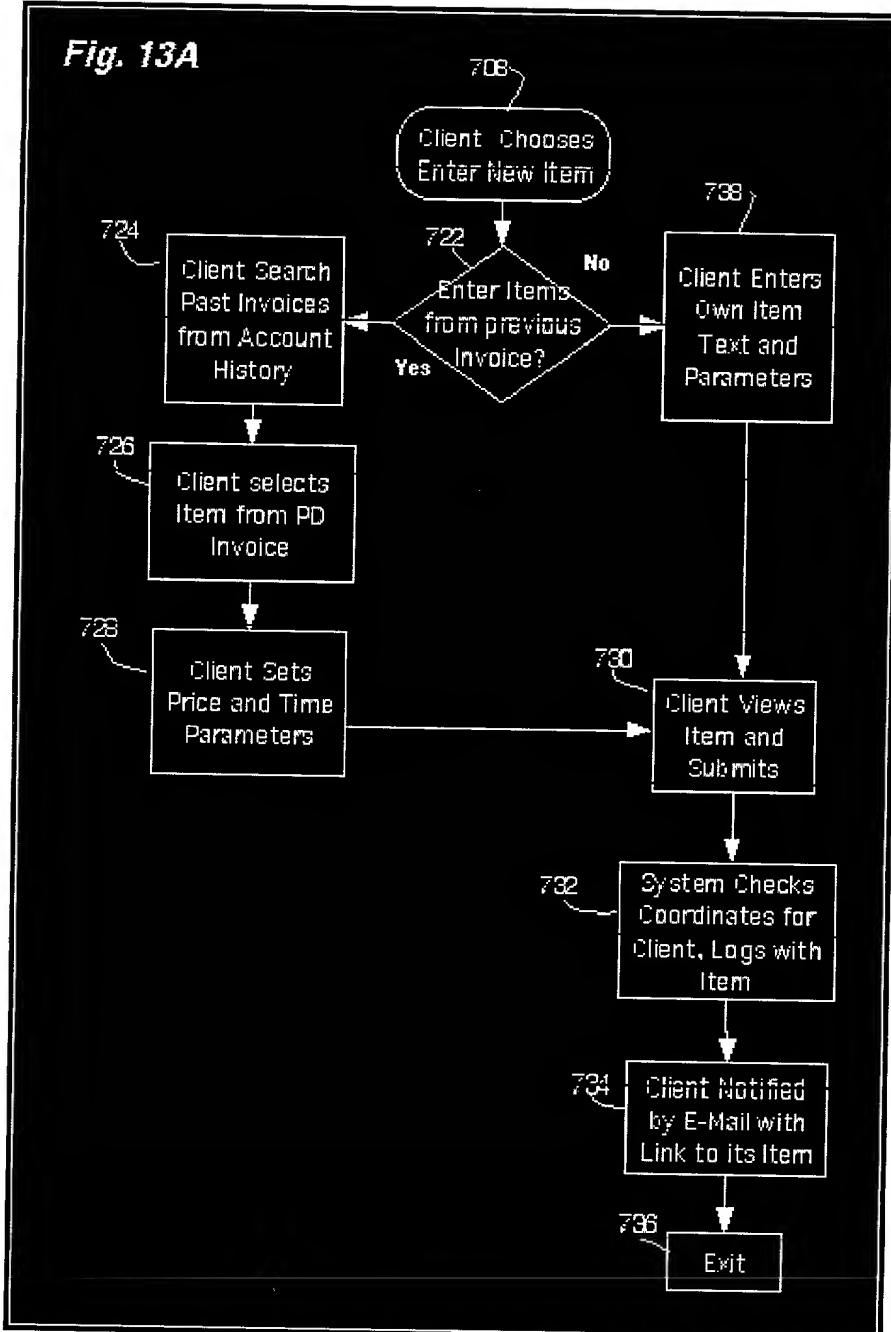
*Fig. 12B*



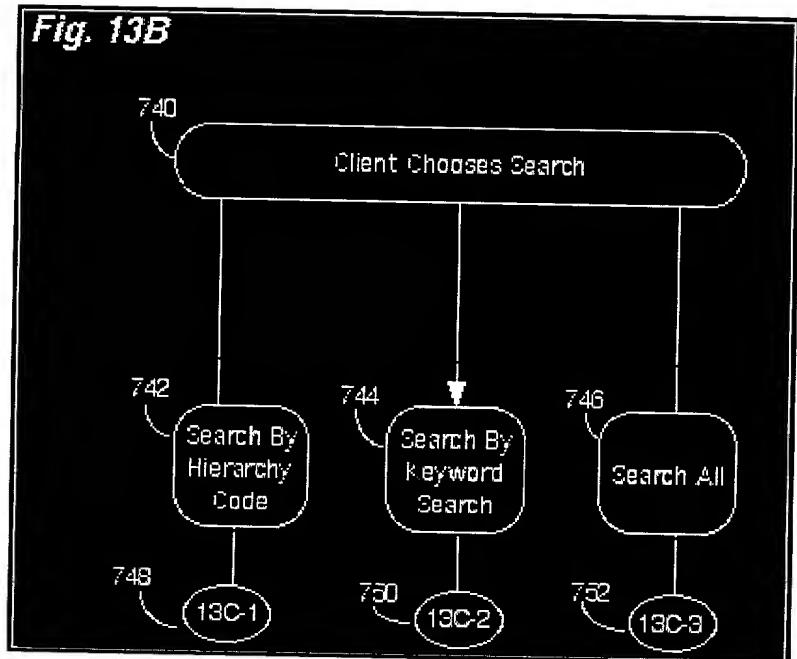
*Fig. 13*



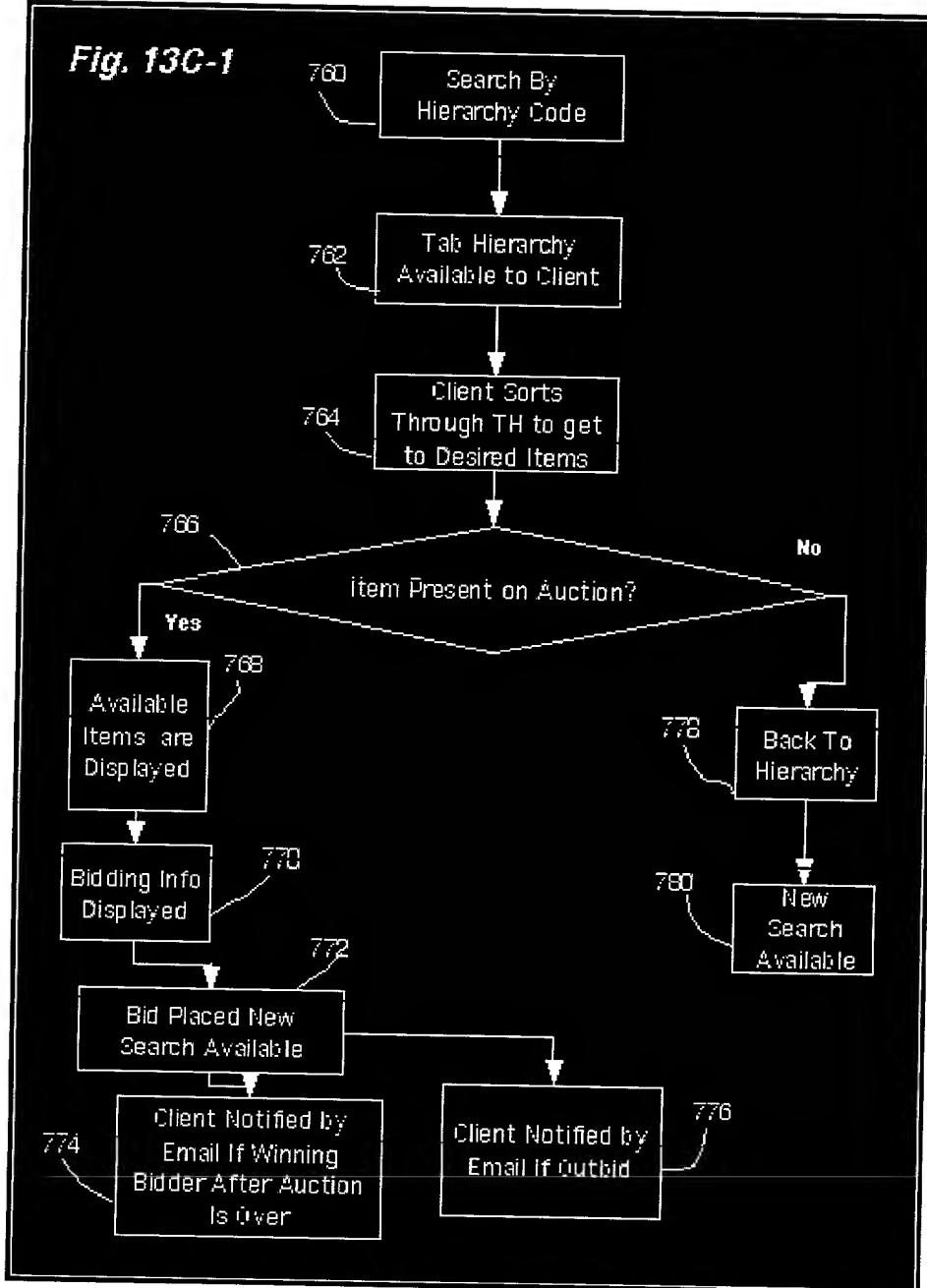
*Fig. 13A*



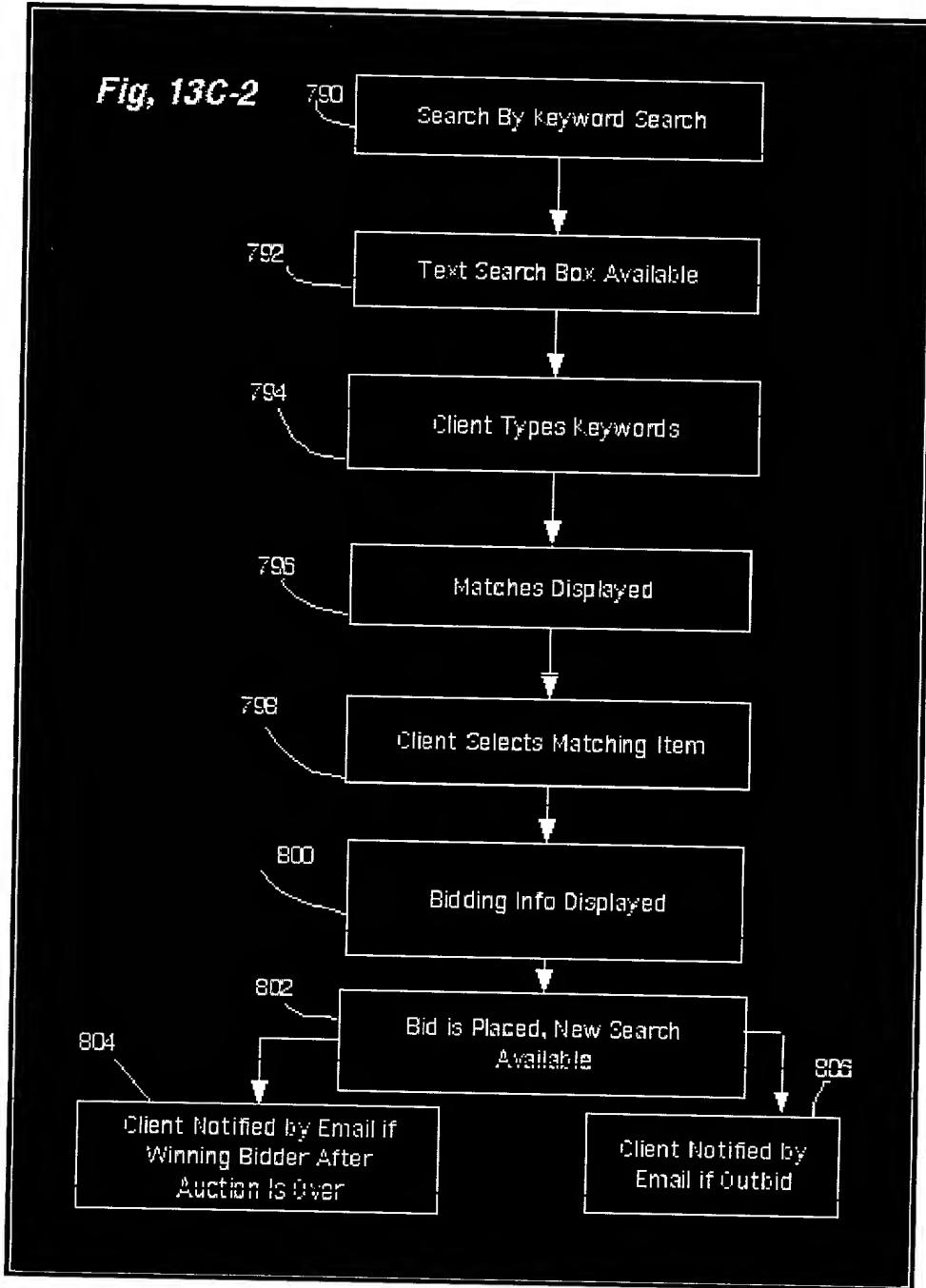
*Fig. 13B*



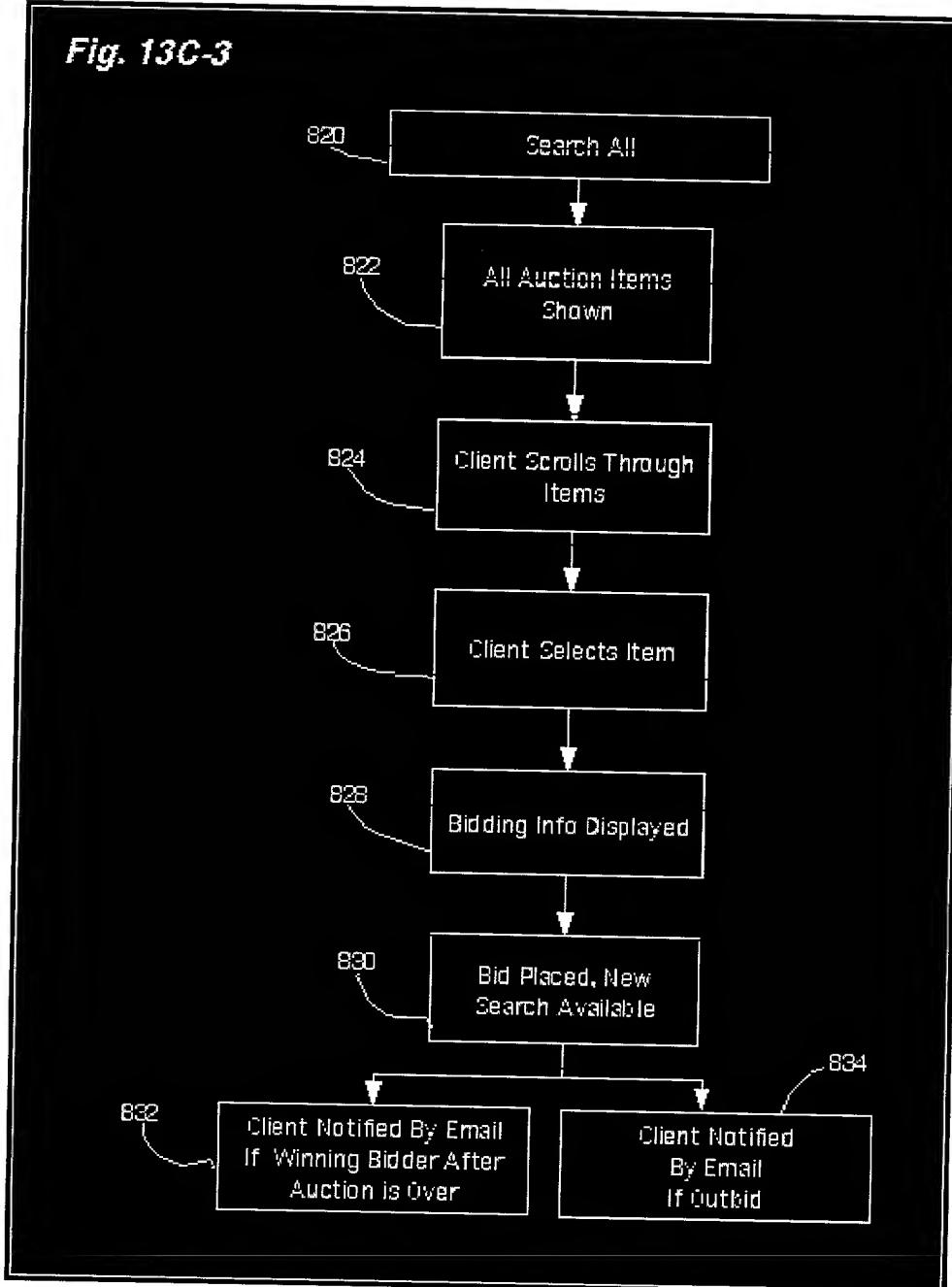
*Fig. 13C-1*



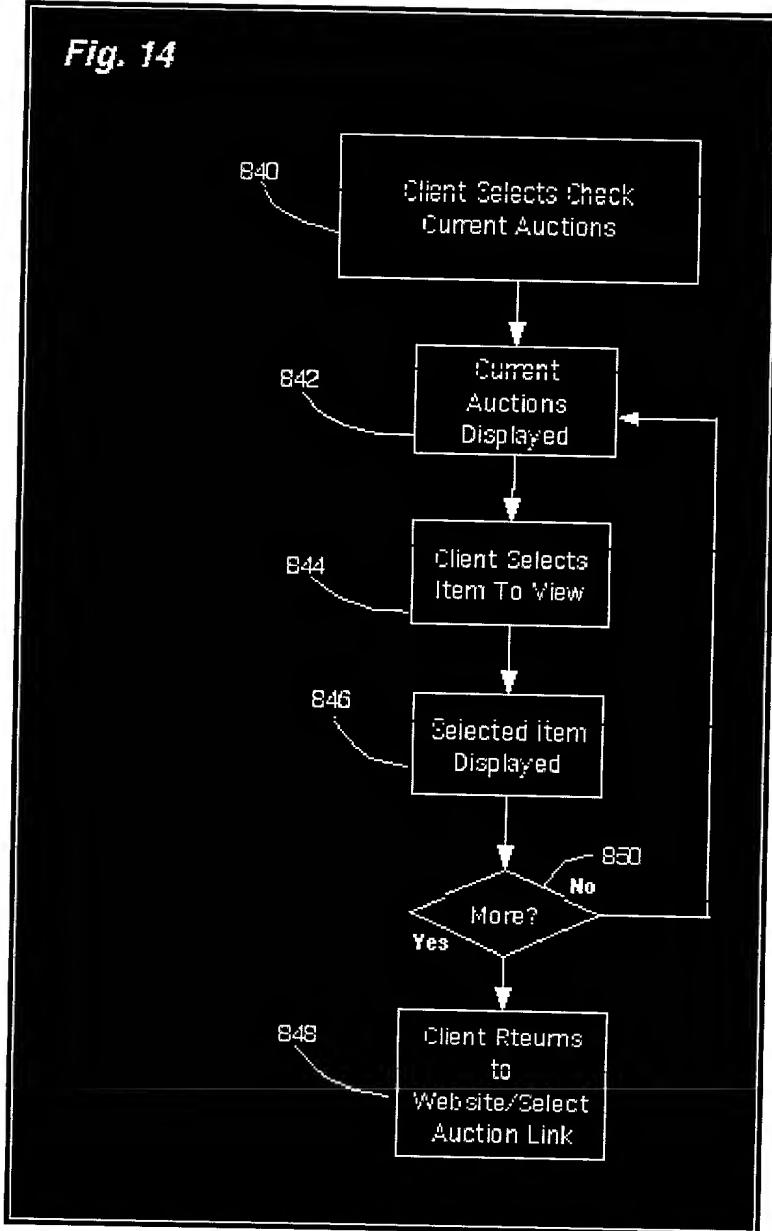
*Fig. 13C-2*



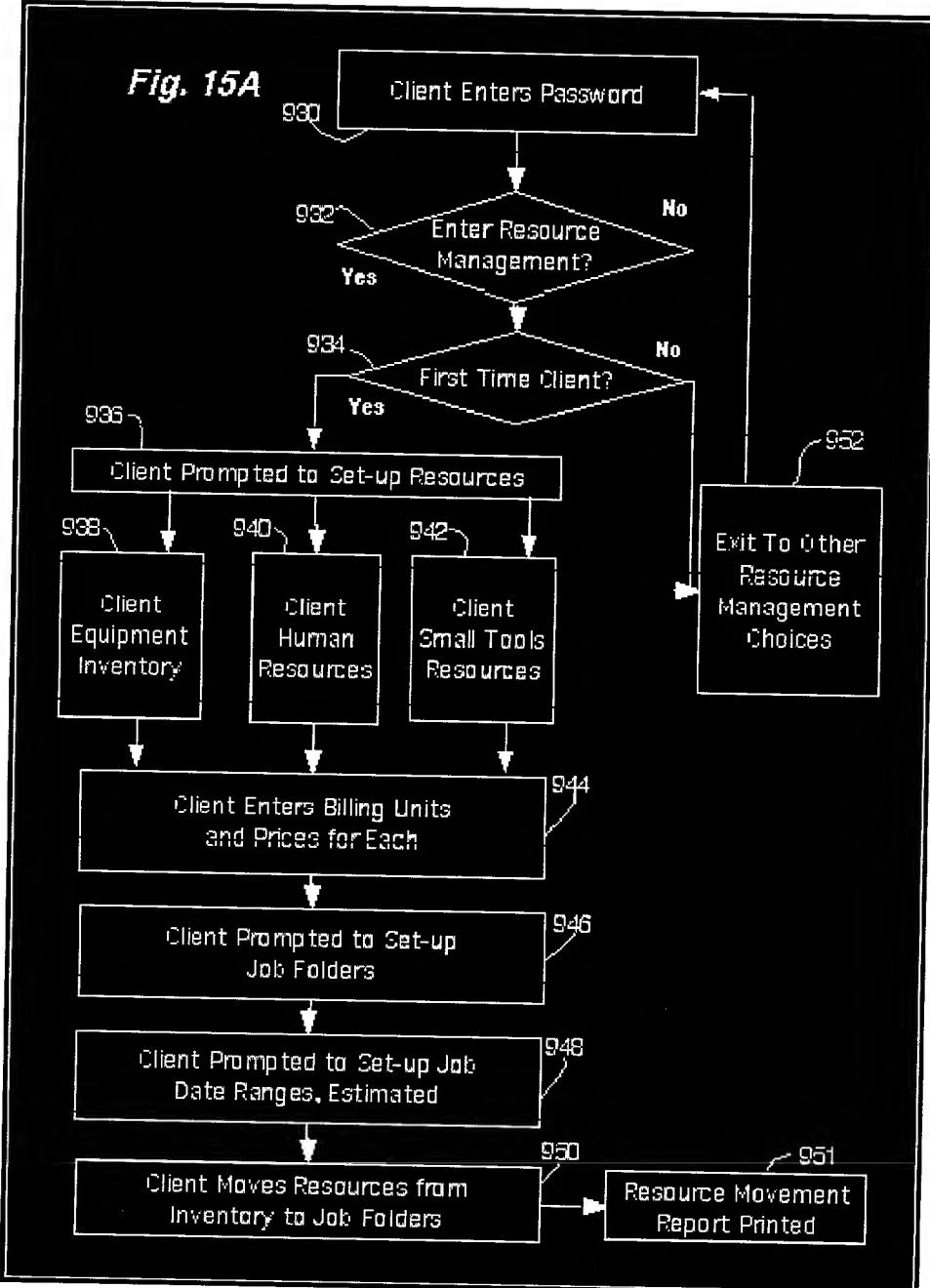
*Fig. 13C-3*



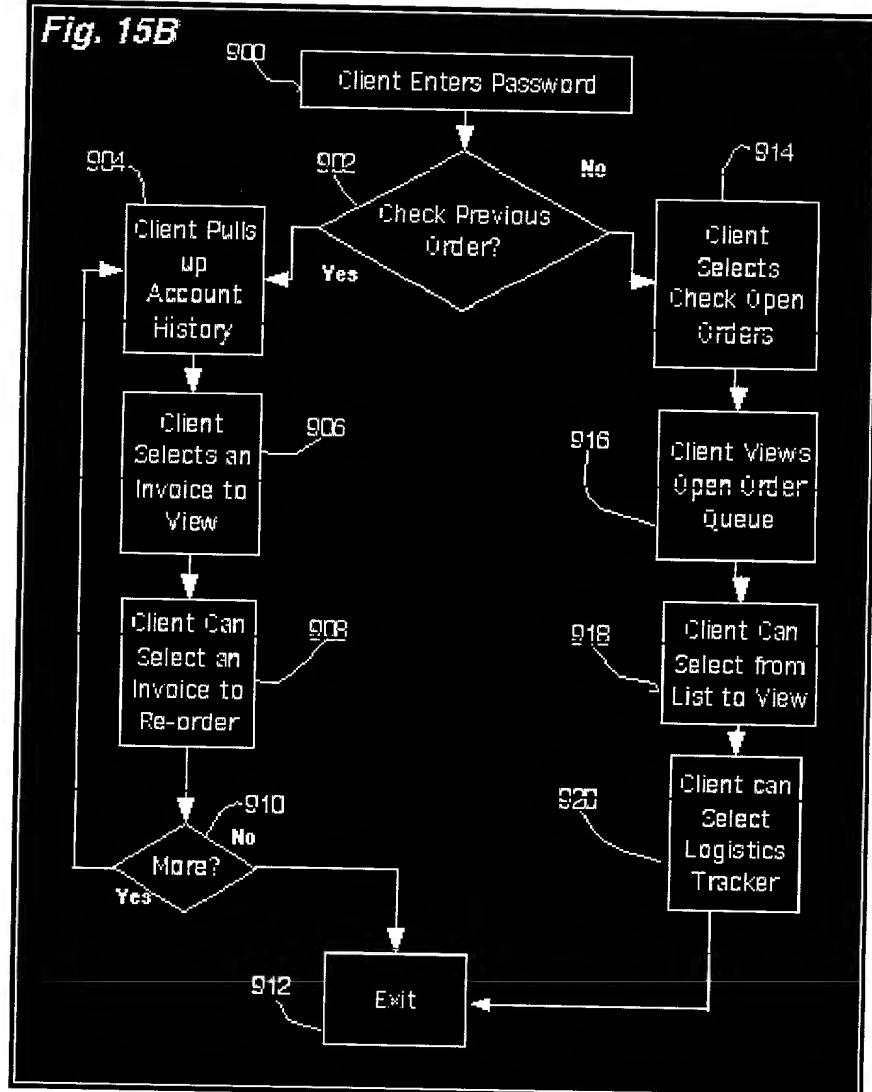
*Fig. 14*



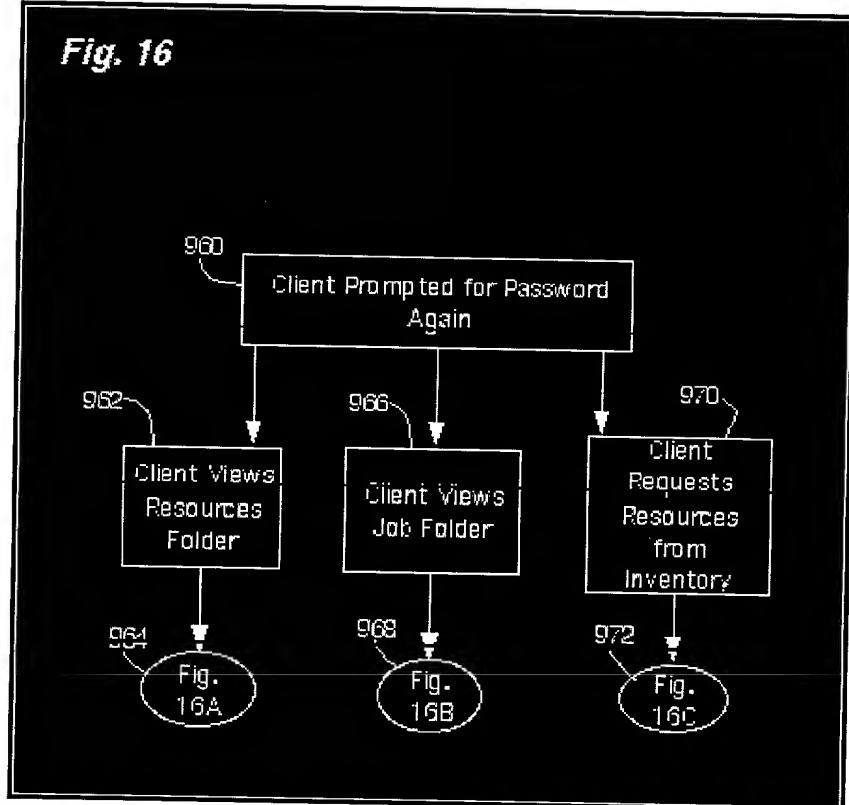
**Fig. 15A**



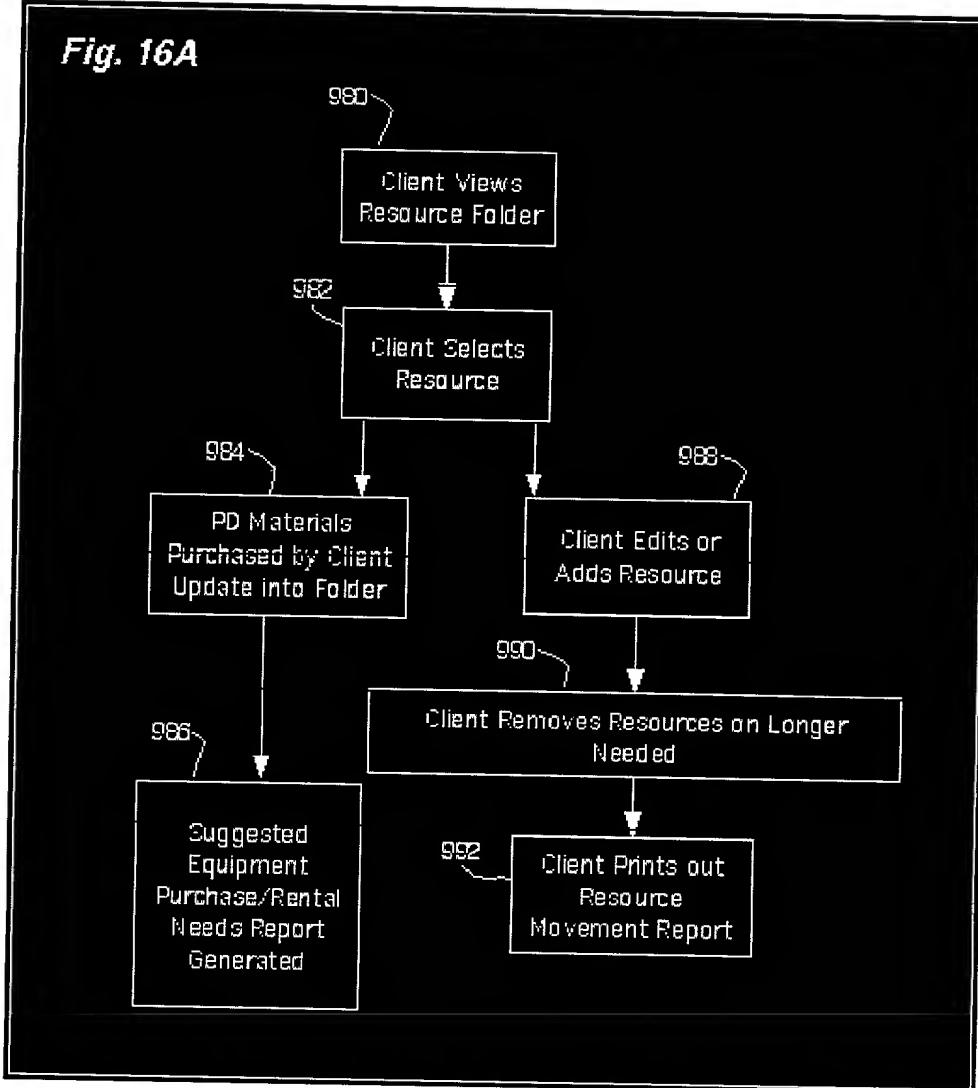
*Fig. 15B*



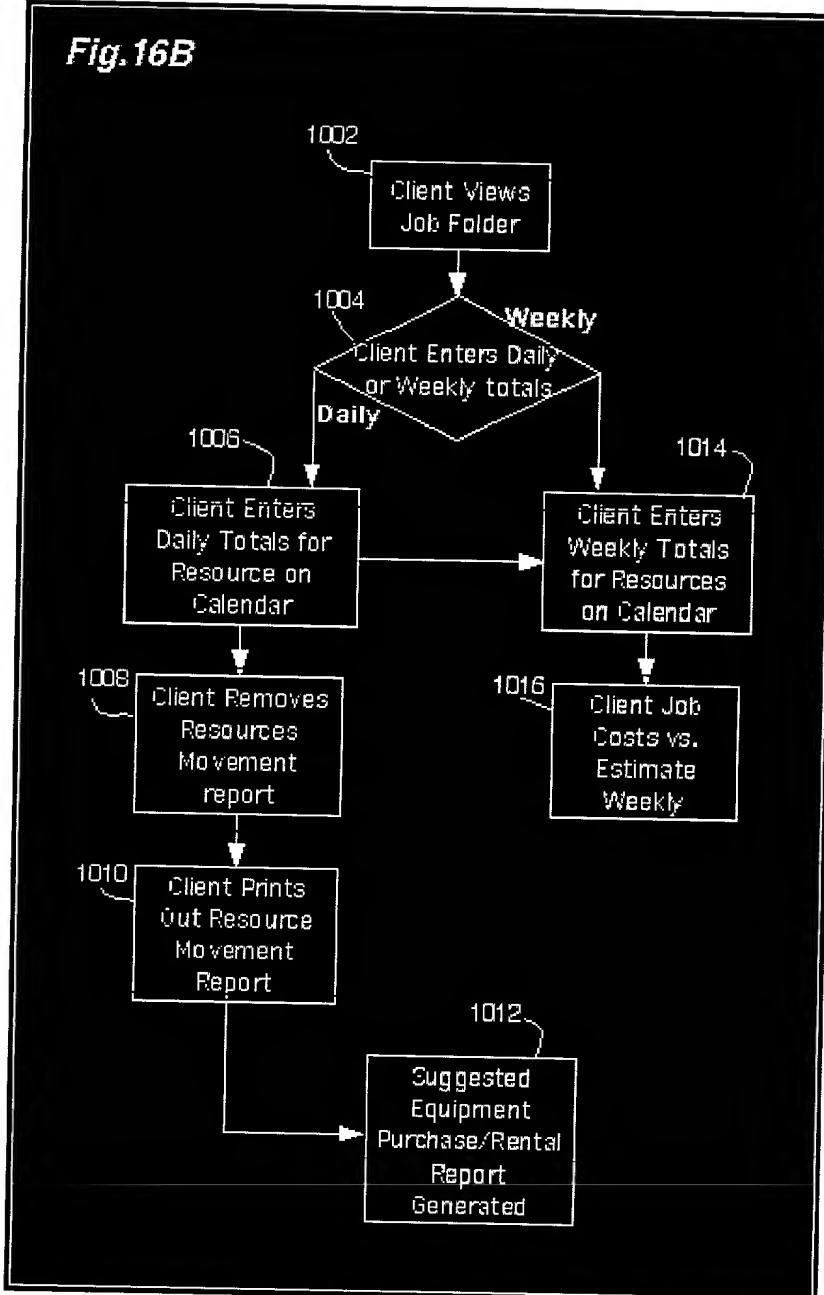
*Fig. 16*



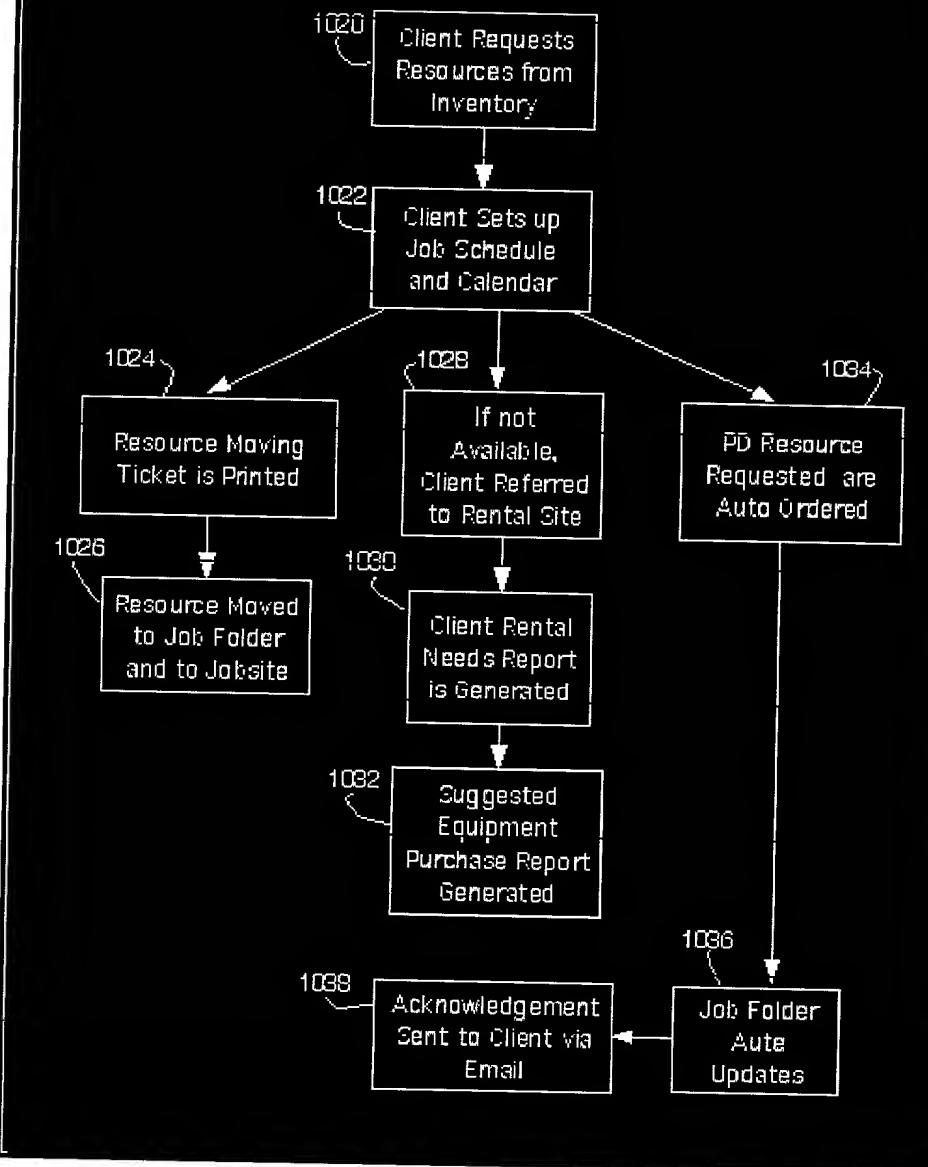
*Fig. 16A*



*Fig.16B*



*Fig. 16C*



*Fig. 17*

1100						
	<b>Part No.</b>	<b>Desc.</b>	<b>Units</b>	<b>QTY</b>	<b>Price</b>	<b>Onsite?</b>
1102	DW12	12in dual wall polyethylene drainpipe	feet	1000	\$3.15	Yes
1104	CL18-1	18 Wheel Dump Trailer		1	\$50/hr	No
1106	CLHBD1	Heavy Bulldozer		2	\$60/hr	No
1108	RLCM-1	Rental heavy Cement Truck		1	\$100/hr	No

*Fig. 18*

1120  
1121 JobName1  
1121 JobName2  
1121 JobName3  
1122 JobName1  
1124 Location: Meredith, NH  
1124 132 Lane Street  
1126 00zzzzzz  
1128 Latitude: nn nn N  
1128 Latitude: ee ee E  
1130 Est. Start Date: MM/DD/YYYY  
1132 Est. End Date: MM/DD/YYYY

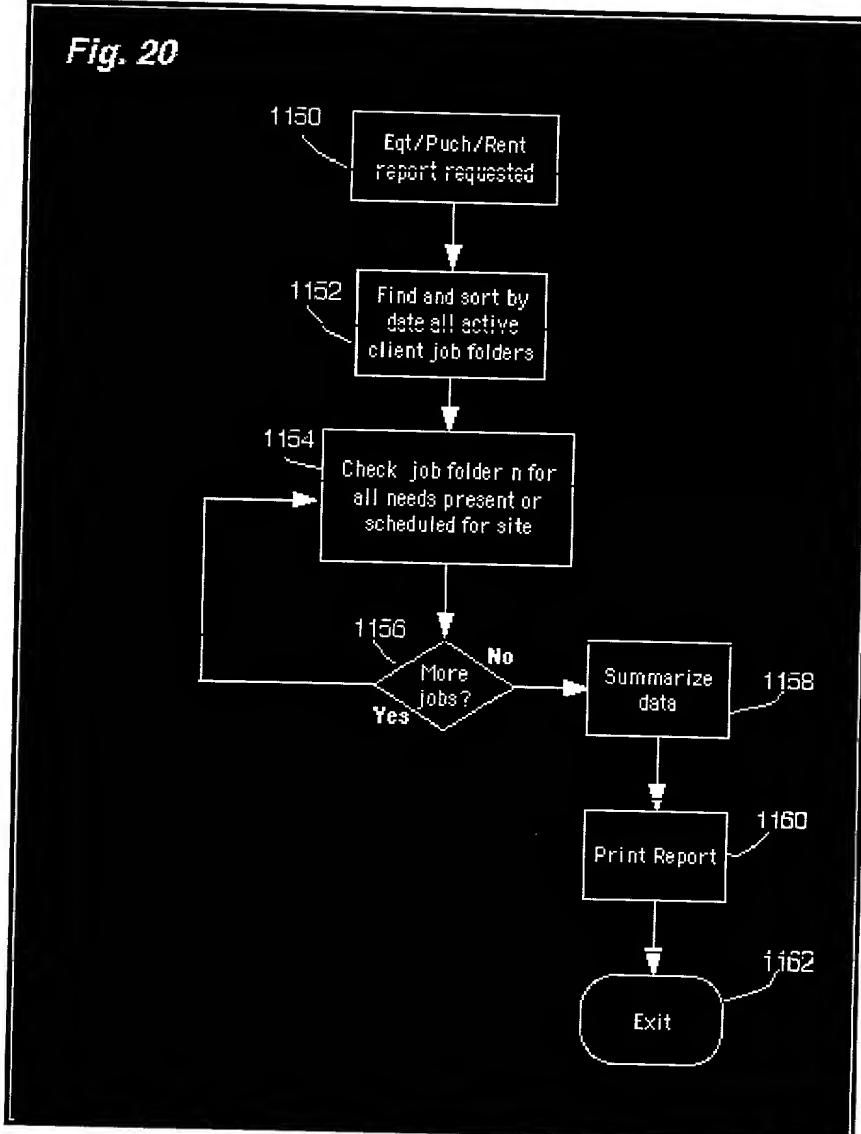
*Fig. 19*

1400.

<p><b>Equipment Purchase/Rental Report for</b> <i>clientname as of mm/dd/yyyy</i></p> <p>For jobname1, you will need:</p> <p>30 ton excavator by Jan. 8 in Meredith, NH</p> <p>to rent one, see <u>rentalsitea</u> or <u>rentalsiteb</u></p> <p>For jobname2, you will need to move:</p> <p>CL18-1 18 wheel dump trailer from Meredith, NH to Springfield, MA by Mar. 12.</p>
---

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*Fig. 20*



**Fig. 2f**

# Fig. 21

Job Name:

Location: Meredith, NH  
132 Lane Street

Zip zzzzzz

Latitude: nn nn N

Longitude: ee ee E

Est. Start Date: MM/DD/YYYY

Est. End Date: MM/DD/YYYY

Phase 1 Est. Start MM/DD/YYYY

Need onsite

1100

	<b>Part No.</b>	<b>Desc.</b>	<b>Units</b>	<b>QTY</b>	<b>Price</b>	<b>Onsite?</b>
1102	DW12	12in dual wall polyethylene drainpipe	feet	1000	\$3.15	Yes
1104	CL18-1	18 Wheel Dump Trailer		1	\$50/hr	No
1106	CLHBD1	Heavy Bulldozer		2	\$60/hr	No
1108	RLCM-1	Rental heavy Cement Truck		1	\$100/hr	No

*Fig. 22*

1200

Equipment Movement Report for Client Main Contractor  
Date mm/dd/yy

On mm/dd/yy:

Item No.	Moved from Jobsite	to Jobsite
CL18-1	Springfield MA	Meredith, NH
CLHBD1	Springfield MA	Meredith, NH
CLHBD1	Springfield MA	Meredith, NH

*Fig. 23*

1204

Actual versus Estimated Costs Report as of mm/dd/yy	
Phase One Estimate \$50,000	Phase One Actual \$49,786
Phase Two Estimate \$65,000	Phase Two Actual \$71,000
Phase Three Estimate \$65,000	Phase Three Actual N/A
Phase Four Estimate \$70,000	Phase Four Actual N/A
Total Est. \$240,000	Total Actual TD: \$120,786
Percent Over/Under est. to date > 5% over	

*Fig. 24*

*Fig. 24*

1208

Rent versus buy analysis for client-name <i>as of mm/dd/yy</i>	
<b>ITEM:</b>	
1210	<b>RLEX-1 Thirty-ton excavator</b>
Total rental costs from 1/1/2000 through 1/1/2001 at \$600/day x 150 workdays = \$90,000/year or \$7,500/month	
1212	
1214	Purchase Price = \$180,000 at 10% interest over 36 months = \$5,000/month
1216	<b>Suggestion: buy</b>

*Fig. 25*

**Fig. 25**

1220

Equipment Moving Ticket issued mm/dd/yy for <i>client name</i>
Item No: CL18-1, Description: 18 Wheel Dump Trailer, located at jobsite: Springfield, MA, should be moved to
jobsite: Meredith, NH, no later than mm/dd/yy.

*Fig. 26*

